

»Maybe tomorrow thinking will be the same as doing.«

Lukas
Brand Strategy



Tomorrow is our home.

Find out how you can enjoy, grow and perform at BSH Home Appliances Group: As a leading manufacturer of home appliances and solutions, we encourage commitment and open-mindedness among our employees. With our global brands Bosch, Siemens, Gaggenau and Neff as well as our local brands, our focus truly is on innovation. And that doesn't just apply to our products and services, but also drives the way in which we cooperate, exchange ideas and organize our teams. Everyone is invited to make their individual contribution to our overall success. Join us now and give your career a home.

Field-Sales Account Manager KRT

BSH Elettrodomestici S.p.A. | Full time | Canale KRT, Distributori Area 1, BOSCH & SIEMENS
Milano

YOUR RESPONSIBILITIES

A supporto del Sales Manager di riferimento, propone, sviluppa e implementa la strategia di vendita del canale Kitchen Retail in Piemonte, Lombardia e Val D'Aosta per i marchi Bosch e Siemens.

- / Gestione di un portafoglio clienti (distributori) in Piemonte / Lombardia/ Val D'Aosta con riporto diretto al Sales Manager
- / Responsabilità dello sviluppo dei fatturati di Sell-In (target fatturato mensile/trimestrale/annuo, mix prodotto)
- / Supporto ai clienti nelle attività funzionali al Sell-Out: preparazione delle attività promozionali, training, analisi dei dati, visita PV chiave
- / Allineamento con Customer Care per la gestione degli ordini e gli scarichi presso i magazzini dei clienti

YOUR BENEFITS

- / Company car
- / MBO Bonus scheme
- / Flexible benefit (welfare online platform)
- / Ticket restaurants
- / Occupational and non-occupational insurance for accidents and permanent disability

YOUR PROFILE

- / Conoscenza del mercato e del settore
- / Almeno 3anni di esperienza maturati nel settore

FURTHER INFORMATION

Please visit bsh-group.com/career. We would love to welcome you in our team!

Find a new home for your professional ambitions:

Apply online now

Home appliances under the brands:

